ICTD
المركز العالمي للتدريب والتطوير
International Centre For Training & Development

CORPORATE FINANCIAL

Planning, Budgeting & Control

Course Introduction:

This course provides a comprehensive understanding of the roles, interrelationships and the functions of strategic planning, budgeting and control. Using examples, you'll learn to plan, budget and position your organization within its competitive environment. Discuss such key topics as sources of competitive advantage, creating an effective planning environment, developing a strategic plan, operating budget as integral to the planning process, structuring financial systems to support responsibility reporting and budgetary control, activity-based costing techniques, differences in business planning techniques for small- medium- and large-sized organizations, budget as a control mechanism and controlling within an empowered organization.

In today's business world of increasingly rapid change and intense competitive pressures, successful companies must strive to maintain leading-edge performance management process, especially in the area of cash flow and value optimization. Performance must be measured on an ongoing basis so that significant deviations to plan and out of control operations are immediately identified and corrective actions are taken. The performance management processes themselves must also be regularly reviewed to ensure that they evolve in line with corporate best practices.

This highly participative course is aimed to provide a good understanding of the essentials of the measurement and successful management of financial performance in modern companies. It combines a theoretical framework with a focus on benchmarking of competitive position, and real-life practical examples, exercises and case studies.

- To enable you to increase your understanding of how business create value, develop successful plans and budgets, measure performance, and implement effective control systems
- To enable you to develop your knowledge of financial management in order o improve corporate financial performance

Course Objectives:

Competencies Emphasized

- How to create value for the company and its shareholders
- How to interpret and analyze the financial statements of a business: balance sheet; income statement; cash flow statement
- How to benchmark financial and operational performance in order to identify areas for improvement
- How to identify the various types of cost and their behavior and effect on business performance
- How to prepare budgets for planning and control

- How to develop activity based budgeting systems
- How to budget for investments in new projects
- How to identify and manage the financial risks that impact on a company's cost of capital
- How to recognize the effects on a company of changes in its capital structure
- How to effectively manage working capital and cash flow

Who Should Attend?

This course is suitable for both non-financial and financial personnel. They may be experienced management and staff, who wish to refresh and improve their knowledge of financial management and understand how successful companies are able to continually improve their financial performance. Or they may be individuals who have recently joined the company and need to update their knowledge about modern corporate financial performance management processes, and develop their skills in this area.

Course Outline:

The financial framework and language

- The value model
- Definitions of value
- Value to the investor
- Managing for shareholder value
- Shareholder value creation in perspective
- The three key financial statements
- Balance sheet
- Income statement
- Cash flow statement

Managing performance measurement

- A performance management model
- Ratios and KPIs
- Ratio systems
- Integration of financial performance measures
- Benchmarking financial performance
- Planning

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Managing operating performance

- Cost behavior and operating leverage
- Budgets
- Activity based budgets
- Control
- Flexed budgets and variance analysis
- Benchmarking operational performance
- Internal benchmarking

Managing capital

- Cash flow, the time value of money, and DCF
- Standard evaluation terminology
- The key investment analysis indicators
- Applying time-adjusted measures
- Choosing the best method
- Alternative Evaluation Methods
- Risk Management
- Sensitivity Analysis
- The key driver of value: cost of capital
- Cost of Debt Capital and Cost of Equity Capital
- Weighted Average Cost of Capital (WACC)
- Capital Restructuring – Financial Engineering
- Management buy-outs and management buy-ins

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Managing working capital

- Cash flow, working capital, and the operating cycle
- Optimized not minimized
- Key issues: stocks; debtors; creditors
- Stocks management
- Debtors and credit management
- Creditors management
- The cost of working capital
- Cash improvement

Course Certificate:

International Center for Training & Development (**ICTD**) will award an internationally recognized certificate(s) for each delegate on completion of training.

Course Methodology:

A variety of methodologies will be used during the course that includes:

- (30%) Based on Case Studies
- (30%) Techniques
- (30%) Role Play
- (10%) Concepts
- Pre-test and Post-test
- Variety of Learning Methods
- Lectures
- Case Studies and Self Questionaires
- Group Work
- Discussion
- Presentation

Course Fees:

To be advised as per the course location. This rate includes participant's manual, and-Outs, buffet lunch, coffee/tea on arrival, morning & afternoon of each day.

Course Timings:

Daily Course Timings:

08:00 - 08:20	Morning Coffee / Tea
08:20 - 10:00	First Session
10:00 - 10:20	Coffee / Tea / Snacks
10:20 - 12:20	Second Session
12:20 - 13:30	Lunch Break & Prayer Break
13:30 - 15:00	Last Session